

Message Text

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ORIGIN AF-18

INFO OCT-01 ADP-00 SY-10 INR-10 CIAE-00 NSA-02 RSC-01 EB-11

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DRAFTED BY AF/EX:EMAGUIRE

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APPROVED BY AF/W:RKSHERWOOD

AF/W - AMBASSADOR TODMAN (DRAFT)

AF/W:MGWYGANT

SY/FO:- MR. VST MARS

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R 232129Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY CONAKRY

C O N F I D E N T I A L STATE 144466

E.O. 11652: GDS

TAGS: ETRD, AFSP

SUBJECT: CADILLAC AUTOMOBILES FOR GUINEAN PRESIDENT

1. EMBASSY MAY WISH PROVIDE FOLLOWING INFORMATION TO
GUINEAN AUTHORITIES:

A) CADILLAC DIVISION, GENERAL MOTORS, DOES NOT
PRODUCE OR SELL CUSTOMIZED VEHICLES DESCRIBED REFTTEL.
GENERAL MOTORS OVERSEAS DISTRIBUTION CORPORATION, 767
FIFTH AVENUE, NEW YORK 10022, WILL DELIVER STANDARD
PRODUCTION MODELS TO ANY DESIGNATED COMPANY THAT CUSTOMER
SPECIFIES FOR CUSTOMIZING. CONTACT FOR FURTHER INFORMA-
TION THIS NATURE AND THE GM PRODUCTS IS JAMES MAGUIRE,
TEL. NO. (212) 486-4938. GM LITERATURE ON FLEETWOOD AND
EL DORADO BEING SENT TO EMBASSY.

B) FOLLOWING COMPANIES MAKE CUSTOMIZED ARMORED CARS:

PROTECTIVE DEVICES CORP.

1939 W. PLACENTIA

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COSTA MESA, CALIFORNIA 92627

TEL: 714-645-5452

CARBORUNDUM CORP.
ARMOR SYSTEMS DIVISION
P.O. BOX 337
NIAGARA FALLS, NEW YORK 14302
TEL: 716-278-2123

GLEISNER COACH WORKS CORP.
32 HAVILAND STREET
NORWALK, CONNECTICUT 06854
TEL: 203-853-6664

PROTECTIVE MATERIALS COMPANY
YORK STREET
ANDOVER, MASSACHUSETTS 01810
TEL: 617-475-6397

HESS AND EISENHARDT COMPANY
BLUE ASH AVENUE
CINCINNATI, OHIO 45242
TEL: 513-791-8888

ABOVE LIST IS NOT COMPREHENSIVE. THERE ARE OTHER COMPANIES PURPORTING TO MAKE ARMORED CARS OR WHICH WANT THIS TYPE OF BUSINESS. LISTED COMPANIES, HOWEVER, HAVE ESTABLISHED A RECORD IN FIELD BASED ON PAST PERFORMANCE. IT MUST BE EMPHASIZED THE ABOVE COMPANIES CUSTOMIZE ARMORED CARS ONLY AFTER DISCUSSION WITH CUSTOMERS OF ALL OPTIONS AVAILABLE. DEPARTMENT RECOMMENDS THAT EMBASSY SUGGEST GUINEANS ARRANGE FOR US BASED REPRESENTATIVES CONTACT COMPANIES AND MAKE OWN ARRANGEMENTS. IF GOG AGREES, WE WILL FORWARD NECESSARY INFORMATION TO GUINEA EMBASSY, WASHINGTON.

2. FYI. GM REPRESENTATIVE ADVISED THAT ONLY LIMOUSINE COULD BE ARMORED. WEIGHT OF VEHICLE AND LOAD CARRYING AND BRAKING CHARACTERISTICS ARE CONSIDERATIONS. ENGINES
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AS SUPPLIED IN VEHICLES CANNOT OPERATE ON LOW OCTANE GASOLINE. FURTHER, GM RAISED QUESTION OF SERVICE CAPABILITIES IN GUINEA. THEY WOULD BE RELUCTANT TO SUPPLY VEHICLES UNDER CIRCUMSTANCES UNLESS ASSURED ADEQUATE REPAIR AND MAINTENANCE CAN BE PROVIDED. GM REP MENTIONED GLEISNER AS LIKELY CUSTOMIZER. ESTIMATED DELIVERY TIME OF VEHICLE TO CUSTOMIZER WOULD BE LAST QUARTER OF CY 1973 AND ADDITIONAL WORK WOULD TAKE THREE TO FOUR MONTHS.

DELIVERY WOULD THEN BE LATE IN FIRST QUARTER CY 1974.
ESTIMATED TOTAL COST \$70,000 (BALLPARK FIGURE) FOR
LIMOUSINE. GM REP EXCLUDED EL DORADO FROM CONSIDERATION

FOR USE AS ARMORED VEHICLE; HOWEVER BUYERS COULD DISCUSS
THIS WITH COACH BUILDER.

3. WE UNDERSTAND THAT PROCEDURE IS FOR BUYER TO PURCHASE
VEHICLE FROM AUTO MANUFACTURER WHO THEN DELIVERS IT IN
KIT FORM TO COACH BUILDER WHO ASSEMBLES VEHICLE TO
BUYER'S SPECIFICATIONS INCORPORATING THE ARMOR AND
ACCESSORIES. SINCE EACH VEHICLE OF THIS SORT IS A ONE
TIME ONLY PRODUCTION AND THERE ARE MANY VARIABLES SUCH
AS BALLISTIC LEVEL OF DEFENSIVE ARMOR, E.G., WITHSTAND
7.65 MM OR 9 MM BULLETS, THE BUYER MUST DEAL DIRECTLY
WITH COACH BUILDER. DEPARTMENT HOPES EMBASSY CAN
CONVEY THIS TO GOG WHICH SHOULD CONSULT BOTH GM AND COACH
BUILDERS REGARDING SPECIFICATIONS AND CAPABILITY OF
REALIZING THEM. NEITHER DEPARTMENT NOR EMBASSY WOULD
WANT TO BE INVOLVED IN ACQUISITION THESE VEHICLES IN
EVENT THEY FAILED MEET PURPOSE THEIR PURCHASE. ROGERS

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